

## EUROPEAN NEWS

Spain's right-wing opposition unveils election programme


## Lisbon ponders fate of state chemicals group

等






 like firreglass and pyrite
pelletetisis that did not parit.
It bas now shut these down aod It is seen as an enterprise
 finances the company has made develops its own resourres
apgeement with its rwo main invent in new equipment
Portuguese
creditors

Insurance premiums rise $5 \%$ in volume worldwide








| German |  |
| :---: | :---: |
| Greens call |  |
| for nuclear |  |
| shutdown |  |
| mete frese in boen | ${ }_{\text {che }}^{\text {gricici bai }}$ |
| Th grumints |  |
| menem | may |
| des |  |
|  | 隹 |
|  |  |
| a toush realitios deil |  |
|  |  |
| mex |  |
|  |  |
|  |  |
|  |  |

## Survival

 in huge cities of futureBy David White in Madrid HOW WIL mega-cities in develop-.
ing countries bealits provide ser-
vices for populations higer than were ever conceived of in the urban
centres of the industialise world
This planeri's nightmare is at the centre of a coniference being staged
this week in Barcolona under the
auspices of the UNN fund for Popula
tupn
 sations
The reason for focusing on urban
population problems is starkly
 ca is expected to have three times
as many uran dwelless as North.
America, and twice as many as Eur.
$\substack{\text { rope. } \\ \text { rope } \\ \text { ubber } \\ \text { und }}$

$$
\left\lvert\, \begin{aligned}
& \text { cities" with populations of 15m or } \\
& \text { more. (1.non which in } 1970 \text { wes } \\
& \text { the world forth largest city will } \\
& \text { oot even se in the tro 20. }
\end{aligned}\right.
$$

$$
\begin{aligned}
& \text { oot even be in the top } 20 . \\
& \text { The proportio of pepple who live } \\
& \text { in cities is now to per cent and is }
\end{aligned}
$$

|  |
| :---: |
|  |  |



An island of civility in New York In the heart of the city${ }^{\text {the lap }}$ lap fluxury. With ${ }^{57 \text { th Street shopping }}$ theatres, Central Park theatres, Centra Park and major corporate
offices $j u s t$ outside our majestic mirrored arcade. And our 24-hour concierge and four-star restaurant within. Take heart. Take refuge
HOTE PARKKE MERIDIEY
u3 WESG.


## 

Comminist droppel from tite of party


$\qquad$
$\qquad$










 election, but doing slighathe ne betior i
 no-member pe
per cent of the
tions Iast June.

## Polish church urges radical economic shift






## Doubt over talks on jailed French agents










## OVERSEAS NEWS

## Sri Lanka snubs India as battle rages for Jaffna



Anthony Robinson analyses reasons behind strikes against the ANC

## Botha seeks to appease right wing



Black leader's family


## South African action sparks widespread condemnation



Kuwait reformer's job threatened
bank chief
offers to quit
by xathy Evans in dubal



Group Performance 1985

| Group Performance 1985 |  |  |
| :---: | :---: | :---: |
|  | Swiss Franc Milion | Change |
| Sales | 8453 | +14 |
| Net Profit | 529 | +29 |
| Cash Flow | 941 | +21 |
| Capital Investment | 418 | +38 |
| Research + |  |  |
| Development | 725 | +14 |


| Group Balance Sheet 1985 |  |  |
| :---: | :---: | :---: |
|  | Swiss Franc Million | Share $\%$ |
| Total Assets | 8354 | 100 |
| Equity | 4599 | 55 |
| Bank Debt |  |  |
| +Bond lssues | 1425 | 17 |
| Liquid Assets | 2138 | 26 |




FUNDAMENTALISTS SEEK MINISTER'S RESIGNATION
$\qquad$


$\square$

The simplest way to contain space is to construct a box around it.

So it is easy to see how the basic estate car has evolved with all the style of a box van.

By giving the estate function a more intelligent and integrated form, Mercedes-Benz have taken a much more inspired approach than other designs currently seen around the countryside.

The elegant flowing lines of the T -series certainly allow the front and rear to live together in perfect harmony. It is undoubtedly one of the most stylish of Mercedes-Benz'.

Yet what is pleasing aesthetically is also


The load space is smooth-sided and flatfloored for easy loading and unloading.

And there's a larger, high-opening tail gate that glides open on two gas-filled struts, has concealed hinges and an electric motor to pull it safely shut.

In terms of comfort and performance, the T -series behaves with the same impeccable manners as the 200/300E series saloons.

The choice of engines is headed by a sophisticated new six-cylinder unit of 188 bhp giving $0-62$ in just 8.8 seconds and a top speed of over 130 mph making this new Mercedes-Benz one
 cars on the market.
 prove to be one of the more frugal, with a potential 31 mpg .

As well as giving you the legendary Mercedes-Benz roadholding, the rear suspension is also self levelling so you won't ride with your nose in the air when you collect your Chippendale sideboard from the sale rooms.

And as you enjoy the swift and silent drive home you can reflecton the fact that those smooth, flowing lines unbroken by door handles or guttering actually keep the drag to just 0.34 .

Surprising how so much space can be propelled so elegantly through the air with hardly a ripple.


Mercedes-Benz
Engineered like no other car in the world.

# Petrol hasn't changed in fifteen years. 



Although there have been great advances in car technology, we're still using a petrol that gives a similar performance to one we were using fifteen years ago. But now Shell have developed Formula Shell, a new petrol that has been proved to increase the performance of your car, no matter what you drive. Firstly, it contains a
new ingredient, exclusive to Shell, which provides faster, purer combustion making your car more responsive. Secondly, it contains a cleaning agent which reduces dirt in the important parts of your engine so making it smoother running. Together, these make your car more efficient. From today all petrol is not the same.

New Formula Shell. It will improve the performance of your car.

## WORLD TRADE NEWS

## McDonnell Douglas, Boeing plan rivals

 for new Airbuses

## Oil price fall 'halts Europe truck recovery'





## World tourism grows by 4\%

| br john wicks in zurich |  |
| :---: | :---: |
| WORLD tourism grew by 4 per | horder-crossing tourism in its 25 |
| year is expeeke in ingis, accord. | Although comparisons are |
| ing to the World | difficult in ylew of the differing |
| arganisatioe around 325 m |  |
| ahroad during 1985. | cent is arrivals and 3 per eenl |
| The orgamisation reekons that | in overnght occupancies, with |
|  | inf |
| lip by abount 4 per cent world |  |
| that this was due largely to the |  |
| level of the US dollar in terms |  |
| ous other | shows marked increases on the |
| sation for Eson | part of Yugoslavia, up 21 per |
| tion and Development |  |
|  |  |
|  |  |

## GM, Suzuki near Canada pact

BY BERNARD SMON IN TORONTO
GENERAL MOTORS and Suruki kets.
Moror Company of Japan are The Sprint, one of GMrs smal. of provisions oof the making Use


|  |
| :---: |
|  |
| dealice in ourit volumb |
|  |
|  |
| 为 |
|  |
|  |

INSIGHT INTO CORPORATE STRATEGY

## NIPPON GAKKI (YAMAHA): Progress to Note To



Nippon Gakki (Nnown abroad as Yamaha) was established in 1887, making it one of
Japan's oldest business concerms Yamaha has been producing qualitiv musical instruments
ever since the companys initial reed organ made its debut in the market. Its musical lines now include pianos, electronic organs, band instruments and combo items such as electronic keyboards synthesizers, acoustic guitars and niusical instruments for education. The mast notable fact about Yamaha musical instruments is that they are used by amateur musicians as well as the most elite professionals. Not only has Yamaha accumulated 100 years of experience in production but the company annually educates some 680,000 students who enroll in the 9,500 Yamaha schools in Japan and the 170,000 pupils in their 1,000 international schools.
Yamaha has also diversified into several non-musical fields such as custom LSIs, video disc players household products, metal products and leisure facilities. All this resulted in 1985 (the latter month includes an average figure), a 5 per cent rise over the previous fiscal year: Increased sales and higher efficiency spell noteworthy progress on any musical scale.


By Glenn Davis


 1 considered imposssible Any companyy producing such instuments must have accumulated a lot
of experience in the use of LSI technology. The Moog Syythesizer, for example, can reproduce
sounds at such Iine pitches that sounds at such Inine pitches that they are hardly
disisinguishahle from the original. Springing
from
 analog and digital symithesizers were developed
very carly and thus got he jump on ocom-
pecitors In the the fin
 research in ibe MSX personal compupter and
the audiovisual IIElds, in order to expand our
LSI-based business
Dais Di-Dased husiness
compris What sort
 generation thigning ane moducts for fieate younger Kxmakemiz As the present generation
changes and baby boomers come of ase there changes and baby boomers come of age there
wille an increasing need for spors and leisure products, as you poined out. We are already
turning out a whole line of sporting goods and have consrructed several sports parks in Japan, such as the TTumageon Leiesure Land we bill 12 ,
years aga At present we bave no plans 10 conyears aga At present, we bave no plans 10 con-
suruct such facilitites owersaas but we do plan to coninue coming out with new lines of keisure
producls for youth.

Appreciating Yen
Davis About one-thind of your exports
go to America and another thind to Europe How hos the rapidly rising yen been affeciing Kaswakmi: The high value of the yen is
naturally causing our exports to fall and this is naturally causing our exports to fall and this is
eacing inio our turnover and profits. We have

## * YAMAHA $_{8}$ <br> NIPPON GAKKI CO., LTD.

10-1. Nakazawacho, Hemamatsushi, Japan
Telephone: (03) $572-6330$ (PR Division)
Telex: 559597 NGAKKI

Poland, Hungary ready for trade talks with EEC

already raised our export prices twice but
anolher increase will be necessary, is secms. A vudher jump in export pricec would be oul of the question hut instead we must regulate in-
crements cach time Our second step is to tower costs as much as we possibly can through fatrimming measures. A higher yen helps in that
mport prices are lowered. The third measure is to take inner-comerech. The shird measure
management practices Finally we thighten up on the market with even better produccs and if
 we can bear this problem of the rising yen.
Duvisi $I$ believe that you have some tie-pps
with $a$ British company Can you with GBritish company. Can you explain the
 U.K.) Lid. for the sale of YAMAHA hrand
 have been producing pianos with Kcmble in the
Britisb market for 18 monhths and this year we
 investrment The cabinet is made in Briain while
Zhine
planernal pars
pors are supplied from Japan. The Uhe internal parts are supplied from Japan. The
plan if for to to sell these pianos in the Britith
market as well as re-export some to the European mainland.
hevve anvi Finolly. I would like to ack if you
ansonal brumd of management that you prefer when leading yiamoto?
Kamkamit Before 1 g. into that, 1 would
like to explain that we are still not widely known Ke to explain that we are still not widely known
 to sudy ways to directly likk the company name
Nippon Gakk io to
Yamaha hrand name. My grandfacher propounded three major
principles.
bink
creativel, rofle no
no eathers and make a connibution to society,
My father, Mr. Gencicci Kawakami (chaiman) My father, Mr. Gen ichi kawakami (chesiman)
is very mdividualistic and it could be sidn that
he built Yamaha into a world-class company single-handedly. 1 was appointed prosesicant in
1983, but 1 don't dare try to rule the company as3. but 1 don't dare try to rule the company My farher is silil the chairmen of chis com-
any as well as serving as the president of the pany as well as serving as the president of the
Yamaha Music Foundatioo, a non-profit or-
ganisarion. He made the decision in the early
 SO's to start diversirication and to change the
direction of the company toward piano production.
Borh those men had strong ideologies but believe my mission lies in the internationalisaon of the company it is my strongest desire
to make Yamaha products known around the world for their high quality and to make the



B.T International (Delaware), Inc.



## Leave boredom behind.

Sooner or later, reality takes over from the dreams of youth. Success becomes part of a schedule; and covering long distances loses any sense of adventure.

But you recapture the sheer driving pleasure you enjoyed before routine took hold, in a rather special car: the BMW 535i 'Shadow'.

This is the car that
out-accelerates monotony. It is powered by a 3.5 -litre, six-cylinder from the company that builds Formula One engines, monitored and controlled by Digital Motor Electronics.

For sporting high performance in perfect harmony with the refinement so typical of a BMW. A skifful blend of superb handing and active safety.
German engineering combined with
innovative technology, for instance an antilock braking system (ABS) as standard equipment. A masterly technical achievement, clad in bodywork of lasting elegance. Unsurpassed dynamic potential, subtly suggested by the restrained 'Shadow' visual features: black window surrounds and side rubbing strips, body-colour door mirrors and bumpers.

The alternative for the individualist. When you get to know the BMW 535 i 'Shadow', you will be fascinated in a way that words can scarcely express.

The BMW 535i 'Shadow' bring back the adventure: treat yourself to a test drive.

The ultimate driving madine

## THE TORONTO-DOMINION BANK

Can $\$ 50,000,000$ 123/8\% Deposit Notes due November 27th, 1989

##  gether wilh acerued inierst 1020 O Hunc, 1986

## Can \$1,000


#### Abstract




Can \$10,000


[^0]the said 1
The Toronto-Dominion Bank, London
PRINCIPAL PAYING AGENT
20th May, 1986

UK NEWS
FINANCIAL TIMES/CBI SURVEY OF DISTRIBUTIVE TRADES
Retailers predict spending upturn

| BY dAVId CHURCHILL, CONSUMER AFFARS CORRESPONDENT |  |  |  |
| :---: | :---: | :---: | :---: |
| BAITISH RETALLERS are optimis- | March ond the second-highes |  | sales, reilecting grownt of tienein |
| about an increase in consu nding in shops this month | Myr Salisse suggested y | For May, 54 per cent of the retail- | pected sales grat |
| ointing sades in |  |  |  |
| the latest Financial Times/ | justment, and the particular |  |  |
| nfederatioc of British Industry | cult | 1all giving ${ }^{\text {a }}$ |  |
| II) survey of the distributive | early Easter, may be one reason for | cent This |  |
| des says Loday, | the a | April this year while in May last |  |
| , | The |  | Electrical goods whelesilian: |
| b | from |  |  |
| mained higher usan a year ago | April | $g$ |  |
|  |  |  | farm ramersher yolumes be |
|  |  |  |  |
| or year.perrhaps | exceed |  |  |
| er, but some improvereent in sales |  | wer |  |
| is expeceed in May." |  | wer | - |
|  |  |  |  |
|  | the 25 |  |  |
|  |  |  |  |

Harveys launches drink
sales drive in Spain


Code of practice aims to curb late payments
BY whLlam dawkins
THE DEpARTMENT of Employ- whether the code would yake ain




 Mr Trippier said that leisiation
to enforce timely trade payments to
 II find it disgracafull that multi- iness to not the Goverene too closesty in in pri-
 cash How of sman squeezing supper, the the bookent is to be distributed to

 Ty before the whiculicatios out of thorte- of the four insustrixi organisations




WHEN you first handle a Patek Philippe, you become aware that this watch has the presence of an object of rare perfection.
We know the feeling well We experience it every time a Patek Philippe leaves the hands of our craftsmen You can call it pride. For us it lasts a moment; for you, a lifetime.
We made this watch for you - to be part of your life - simply because this is the way we've always made watches.
Andif we may draw a condusion from five generations of experience, it will be this: choose once but choose well
A Patek Philippe -
because it's for a lifetime.


PATEK PHILIPPE GENEVE

At exclusive Patek Philippe showroom
15 New Bond Srreet London WIY 9 PFF Tel $01 / 49388{ }^{2}$

## The more important the meeting, the more important the airline.


(6) Lufthansa


## Business Opportunities



| Well-Managed, <br> Profitable Companies <br> Either commercially or industrialy bosed, requiring quallty equity investment 10 fund expanion should contact us. Experienced commercial and technical support is available to assist run up 10 a quotation. THoud pripal <br> Would principals please write in confidence to: <br> P T Grundy. PA Developments, PA Management Consultants, Gcwater House East, 68 Knigbtsbridga, Londion SWIX 7 J . |
| :---: |
|  |
| FINANCIAL SERVICES IMPORTERS and EXPORTERS Letitrs of creil faclilis BRITISH MARKITEX LTD. DENEWAY HOUSE POTTERS BAR HERTS POTTERS BAR, HPRTS Phone: 070757281 |

## 

|  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |


|  |  |
| :---: | :---: |
|  |  |

ommitments

Well-Managed, Profitable Companies



Fimalce available $\mathbf{\Sigma 2 0 , 0 0 0}$ to $£ 100,000$
[

Northern Ireland
Funding for real jobs
David Thomas reports on the province's small business agency


| term |
| :--- |
| trelat <br> rumbe |




## Charterhouse seeks a further $£ 2 \mathrm{~m}$




## Financial Times Tuesday May 201986 <br> Businesses For Sale

## -

 MANUFACTURERS OFINDUCTION HEATING
PROCES PLANT
Busieses man
ness and assets of Electroheating Holdings
Limited and subsidiaries for Sale
$\star$ Turnover approx $£ 2,000,000$ p. 2
Freehold premises of 20,000 sq ft at Merton,
London SW19 Plant, equipment, stock and work-in-progress
$£ 300,000$ NBV For further information apply to:
 185 City Road, London ECIV 2 NU
Tel: $01-251$ 1641-Telex: 85734 Robsonstratides


| FOR SALE Limited company in Seuth East Midlands gitabisithe in 147 minnifectaing 2Wibie range of lowelilery in both prontious metio ranireanem Modem <br>  tara avollable if roquired. Principets onty please wrthe to <br>  |
| :---: |



|  | commercial finance Compredtive Rates <br>  - Conctriction fins ince to $100 \%$ - Sovereige Insurance Consulterate (Loindon) Led |
| :---: | :---: |
|  |  |
|  <br> transobart hayzage venicif fan |  |
| transpar |  |
| Business |  |
|  |  |
|  |  |
|  |  |
|  4ititit |  |
| BUSTNESS ADVERTMSING |  |
| Appears every |  |
| ITESDAY \& SATMRDAY |  |
| For further de CLATRE B | OUGBTON |

## THE ARTS

London galleries/William Packer
Factory as art, workbench as stage








## Ringing the changes at Paris Opéra



Read the FT in New York. before Europe wakes up.




FINANCIALTIMES Beas





## 

May 16-22


smen
nex
Nan

nd sustains

A Night of Passion on Buttermoor Drive/Chester fif hate all the plazzersts martin Hoyle

 Martin Mortin Hoye
Après 'L'Après-midi'/Elizäbeth Hall
, med

## cexid




Dominic Gils

Don Menza/Bull's Head; SW13
Kevin Henriques
Gillwit Peter por




rits







## Tom Robinson/Duke of York's



# Pentics <br> SPINETTA MARENGO. THE FLUOROPODUCIMER VALLEY. 

MONTEFLUOS STAKES $\$ 60$ MILLION IN FLUOROCHEMICALS.
As from today; the action for fluorochemical specialties is at Spinetta Marengo-just an hour's drive from Milan's Linate Airport
Marengo - just an hour's drive from Milan's Linate Airport. From here itplans to meet the requirements of electronics, automotive, aerospace, telecom, nuclear and related fast-moving industries.
fontelus'current successes in the fluorochemical
field have led the company to invest over $\$ 60$ million in this new venture.
ilding for the fiture and using all building for the future and using all of the company's human and technical resources. It was the same resources that made and maintained Monteluos a world leader in this field. From now on. such brands be produced at Spinetta Marengo.

This large and fully integrated complex has been designed around highly sophisticated proprietary technologies to provide maximum flexibility

Spinetta Marengo is the biggest and most up-to-date European fluorochemical production centre and is fully equipped to meet all of the needs of end-users worldwide.

## NEW TECHNOLOEIES, NEW ALGOFLON IMPROVEMENT.

A nevs Algoflon production unit comes on stream shortly having an initial capacity of over 4.000 tonnes p. a.

In addition to existing products, the nerv unit will supply nerw types of PTFE (including coagulated Algoflon DFC powders for the production of cable sheaths and piping, aqueous dispersions, filled powders and thermo-processable fluoroplostomers). The new Algoflon range is an end-user's dream: more extensive appilications, higher productivity, lover processing costs giving equal or better quality end-products.'

## TECNOFLON: THE BIGGEST EUROPEAN FLUOROELASTOMER

 PRODUCTION FACILITY NOW READY FOR END-USERS WORLDWIDE.Tecnoflon is already a highly successful fluoroelastomer and has an even more exciting future.

The ners: Tecnoflon production facility will come on stream with an initial cajacity of 2.000 tonnes p.a

It is a complete cycle facility ranging from polymerization to finishing vith the built-in option of multiple production runs.

In addition to producing established products woith an ever widening range, amphasis zoill be.placed on nev peroxide curable types. Flowability, speed of cure, easy mould release, lovv compression set and improved thermal and chemical resistance, these are the property combinations which have made Tecnoflon such a success today and rohich moill be developed further in response to continuous industry feedback.

FOMBLIN -THE HIGHLIGHT OF MONTEFLUOS RESEARCH TAILORED FOR END-USER REQUIREMENTS.
Fomblin: a perfluorinated fluid having outstanding properties matching the increasingly sophisticated needs of advanced technologies in industries such as electronics, aerospace and nuclear. Fomblin is a leading product in the technologically adoanced economies of the US, Japan and Western Europe.

This product woas specifically created to exceed the tight specifica tions of end-users. Thanks to its new production facility, Montefluos can nowds moet ine cocr-increasing types The Spinetta Marengo facility types. The Spinetta Marengo facility, fluoropolymer plants, including fluoropolymer plants, including (Tokyo), will serve the global market

## PRODUCT RESEARCH AT

 MONTEFLUOS-A UNIQUEAPPROACH.At Spinetta Marengo, Montefluos has concentrated a team of 400 specialists all deeply involved in product research and applications. The team is equipped voith the most modern and sophisticated systemsfor analysis, polymerization and simulation of even the most severe end-use conditions. Montefluos teams have one objective in viev: to improve performance and cost-effectiveness.

Spinetta Marengo, Alessandria, Italy, is where all the new action is as far as fluoropolymers are concerned. And from there, reaching out worldwide. The message is that if you are using or planning to use fluoropolymers, the name is Montefluos and the place is Spinetta Marengo.

The Fluoropolymer Valley.


WE WORK FOR YOU. WE WORK WITH YOU.

## COMPUTER INDUSTRY

Terry Povey on how the Norwegian minicomputer group is challenging its rivals Norsk Data discovers the key to growth



| COMETOSHERATON <br> Theeet a Sheraton waiting for youin the heart of a most every maio Europeancity And each one of themhas made a commitment to the business troveler. H's a cormmitment that translates inta comfort, hxury and services that anticipale your needs. Including express check-out. caled conference ond cormmurications focities and much more. At Sheration we understand the pressures andi demands you trovel under todoy. Thot's why were deternned to give you the hotel you need <br> CISITA SALZBURG SHERATON HOTEL TOWERS everywhere youneed it $n$ the world. <br> CET FAFIG SHERATONCOPENHAGENHOIER <br> CL SYERAON ROMA HOIER <br> SHERATON HANA SHERAFONHOIE <br> SHERAOON PARK ROWERHCIEL <br>  <br> PCRH:SHERATONHK. FNCHFORD \& TOWERS <br> CHMIGM. USEOA SHEEACNHOIEL <br> S. ADEN SHERATON STOCKHOUM HOIEQ \& TOWERS <br> SATMPA ATE AJANISSHERATON HOIEL (ZURICH) <br> WESE GF NASHY ESEEN SHERAOONHOTEL <br> FRANKPHRI SHERAJONHOTEL MINCHEN SEERATON HOTEI <br> - Tges The Steravon Corcoration <br> Sheraton <br> The hospitality people of $\square$ <br> CALL TOLFREX NTEUK <br> ITIT <br> 0800353535 <br> Or call your Travel Agent. <br>  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |



Malayan Banking Berhad
US \$60,000,000 Negotiable Foating Rate Dollar
Cerificales of leposit due 1987 Tranche $C$ In accordance with the provisions of the Certificates.
 Eeeen estabished at 7 \%, per cent per anuums
 Ceritirate, will be made against the relative
Cerifiaze. zent Bark
Bank of America International Limited

## AS YOU WERE ASIETP WE DECDED NOT TO SIOR

Every evening, we head for home in an exclusive BIG TOP 747, the biggest, most advanced 747 in the world. A good meal, the service even other airlines talk about, and then you can fall asleep. We fly non-stop from Heathrow five times a week. Because when you're going to Singapore, you don't want to wake up in the Middle East.

- Shell adds spark to battle at the pumps

| Eiem |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |



Canada widens orbit of mobile comminuly


## Like most mountains, a mountain of figures can obscure your horizons.




Uness, of ourse, sourre perched
 accounplished by taking oxe thing.
The frrst step.
Presenting Apple's newest computer

 have one of the pertomance toots in phooe to make a mokefill out of any mountain of And, 23 you reach for new heights,
you'tralso deed a tool that can make the yourt 2 also peed a tool that cal
dinibl 2 quick and easy ore.



## FINANCIALTIMES

TACKEN HOUSE, CANNON STREET, LONDON EC4P 4 Telephone: 01-2488000 Tuesday May 201986

## South Africa's risky game














 Cautious step
Yet the eminent persons'
enoure bas offered one of he
jew few opportunities of peaceful.
change in South Africa by palay
ing the role of intermediary in


 ights and ut leest for hori renched while parliamentar suggestion once unthinkable: in
ceturn for renouncing liolence,
Mar
Mer
Mel
deaine
 Doubts and objections come
thlck bod fast. Afrras consli.
tutional track record does not

## A market for the big boys

 Why then, did Mr Botha
jesserdyys raids
, which



## When something has to give

By Quentin Peel in Brussels


20

FINANCIALTIMES

CHERNOBYL PROMPTS QUESTIONS OVER NUCLEAR INDUSTRY'S INFORMATION POLICY
Clouds of doubt cast over Paris


## British <br> PSBR <br> lower than

 forecast
 Broker's estimatese 01 the Aprit to
tal bad ranged from El.ibn to as
bigh as high as ह.25n
Around Elibn came in on the
pus side of the balance sheet as the plus side of the balance sheet as she
Tresurys sinal call on the Britsh
Telecome flotation, but that was Telecom fiotaion, but that was
 nues.
Onemorth figures are antorious-
Iy unreliable guides to annual
 proved rend obsserved since Jamn ment may come close to achieving its borowing target for the finan-
cial year of fl . Ib .
Over January to April this year. Over January to April this year, representing tot net reperaymment
compared woith borving
ci.bbn in the same period of 1885



 and localeunthority borrowing is
carried ont in thir first half of the year, as old budgets expire and new
taxes and ribes remain to be rimed
in detaini, the e eantratal goverumen

 are reckoned proviliconaly torations
made asman
ant repayment

## World Weather



Europeans block campaign forJapanese television standard
A GROUP of European countries uniess the rules of the CCTR are dard for the production of television
has succeeded in blocking the adop. changed, a directive on a world programmes and not their trans ..... 

| $\begin{array}{l}\text { Soviet Union's } \\ \text { growth rate } \\ \text { reaches peak }\end{array}$ | $\begin{array}{l}\text { Cost of opening London } \\ \text { bank branch put at } £ 1 m\end{array}$ |
| :--- | :--- |

 
Pretoria raids threaten bid for talksshould now call af it
bage 1
be left no


atit -

Italy may cut the
lira down to size


\section*{ <br> | $\begin{array}{l}a \\ \text { an } \\ \text { nem } \\ 1.00\end{array}$ |
| :--- |}



$\qquad$






 ..... 

Minan boursw setilem
questions, Page
Oil prices
above $\$ 15$

the markitet be siad
company said: This
bib only Them maring the C
 It was "incredible." Dr Kaunda said, that the ridid should have talk-
en piace at the same time as the
Cont en place of the came time as the
Commootweath mission was meet
ing Sorth African ministers in Cape


THE LEX COLUMIN
Goodwill among retailers



##  <br> MiCOLL <br> DON'T <br> $+$

## FINANCIALTIMES SURVEY <br> Tuesday May 201986

Ghana
The government of Flight Lt Jerry Rawlings has embarked on one of the most radical economic reform programmes in Africa, but recovery is proving a slow process and austerity measures are increasingly unpopular.

## Adjustment fatigue sets in




## One of the world'slargest goldmines

So far this century over 18 million fine ounces of gold have been mined at Ashanti one of the world's largest goldmines.
Ashanti is one of Ghana's finest assets. Ashanti is one of Ghana's finest assets.
Employing over 13,000 Ghanaians, the mine Employing over 13,000 Ghanaians, the mine earns substantal foreig.

Lonrho are proud to be associated with the Government of Ghana in both the operation and development of the Ashanti Mine.
And to demonstrate their faith in the future of Ghana, Lonrho is currently managing a new investment of US $\$ 100$ million which will increase Ashanti's gold production by $50 \%$.


## ESEI

$\star$ The Social Security Bank Limited prides itself in providing a comprehensive banking servire backed by expert advice.
$\star$ SSB possess the kind nf dedicatinn and drive that every businessman should $\operatorname{lnn} k$ out for; no matter what your project or venture may be, when you need a gnod financial adviser, first look to the SSB.

At the SSB we dn go into depths to fin out your problems and provide answers to your needs; that's why our services are hoth comprehensive and custom-buil to suit your every need.

With our local connectinns and secure financial base, we are in a unique position to be of real help to ynu, both in local and foreign business.
$\star$ Take advantage of the NEW FOREIGN CURRENCY ACCOUNT in Ghana. Open an account with our Fnreign Department for nothing less than quality service.
$\star$ SSB can put you in touch with any corner of Ghana because we have the facility to meet your every need.

Read Office: P.O. BOX 13119, ACCRA, GHANA Telephone: $\mathbf{2 1 7 2 6}$ Telex: 2209 Cable Address: SECBANK


NDUSTAY AIRLINEN. TOUP OLPERATORS AND TRAVEL \& HOTEL RAN CRAFT. TSAVEL AND LEISURE WEAR. CULTURAL
OREANISED OY THE

[^1]
## 

High price for success
Economy
PATn waldmerr




## E1/4140

 THE GERMAN SPECLALIST FOR GHANAHAMBURG
TEMA and TAKORADI Groupage-Containers, Full Loads Conventional Senvices LEOPOLD EWALD GMbH KG Ginsitime


## EWALD (Ghana) Ltd.

INTERASSOCIATES (GHANA) ETD. P.O. Box 5269, ACCRA

Importers, Wholesalers and Distributors of products for the Medical, Dental,
Pharmaceutical and Nursing professions Consultancy service available from:INTERASSOCIATES INVESTMENTS LTD LONDON 01-402 5288
BUSI \& STEPHENSON LTD.


## General

Buying Agents Associates: C. Zard \& Co. Ltud. Nigeria
Busi a Stephenson Ghana Lita., ghana

## 

## $\xrightarrow{(0)}$



## to attain the the frst the the feocovy pecory



$\left\{\begin{array}{l}\text { major } \\ \text { underta } \\ \text { aim ha } \\ \text { move } \\ \text { rutlona } \\ \text { and }\end{array}\right.$
$\left\lvert\, \begin{aligned} & \text { ensura } \\ & \text { allozet } \\ & \text { setors } \\ & \text { Nine } \\ & \text { reduce }\end{aligned}\right.$



GHANA 3

| Smiles from the donors | Forelgn aid pledges for 1986 | Ports hold up progress |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\frac{50}{}$ |
|  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |




Rains bring bumper harvests
Agriculture
steprante GRar

 Prodnction of tood crops
 5．
$\frac{8}{5}$

Sharp upturn in production
 y










 its ompaeing ine in indurury





# "Good fermented Ghana" THE MARK OF HIGH QUALITY IN COCOA 



Cocoa is synonymous with Ghana for a very simple reason - unbeatable quality, that produces the best chocolate and commands the highest premium.

Ghana cocoa is famous the world over due to its consistency in quality. This feat has been achieved through painstaking research and experience accumulated for over a century. The meticulous attention to details by the peasant farmers in the process of fermenting and drying the cocoa beans is the key to our success.

Ghana Cocobod has earned a reputation as the producer of "Good Fermented Ghana" and the Cocoa Marketing Company has made its mark in the world for reliability in selling and delivery of quality products.

For quality in cocoa, and reliability in delivery, please contact:

[^2]f there's one company that's brought anovations into insorance hasioess in Ghana, it is VAMguard assurance co. LHITED.
Just ever TEN years, we've hoilt a re Lfe and Fire insurances, branched into eneral Accident and Marine and now otor Insurance which forms about $0 \%$ of tho entire premium income of

VANGUARD ASSURANCE CO. LTD.

## is the first Ghanaian private insurance

company with the backiog of reputable
Reinsorance
you would like to know more about s, please write to

Port oficas Square
P.O. Box 1888, Accra, Ghans, W.A

Phone: 6 A4B5-7

## Talk to the best corporate bank in Ghana.

Merchant Bank (Ghana) Limited is Ghana's We provide a complete, one-stop corporate banking service for companles investing or exporters, as well. We can advise on investment, corporate
nance, project finance and capital miarket finance, project finance and capital marke
activities. We walso provide registrars' services insurance brokerage, and issuing house service and underwitting. are available through our network of correspondents.
Wealso provide investment management, trustee and auxilliary advisory services, stockbroking, hire purchase and equipment To find out how we canhelp you in Ghana, ontactus today.

Kumasi $51 A$ Nhiaso Extension. POBBox 8618, Ahensan,
Kumast Tel: 3069 . Telegrams: MERCHBANK Kumasi.
Takorad 44 Harbour Business Area, POBox 222
Takoradi. Tel: $3373 / 2453$. Telegrams:MERCHBANK takoradi

Principal Correspondent - London
Grisdlays Bank p.I.c., Minerva House, POBox Ontact: Mr S SDichand Tel: 01-3782335.

Merchant Bank
(Ghana) Limited

## Investment Opportunities GHANA

$\star$ Political stability, intelligent/dedicated workforce, excellent trom
electrity.
Repatriation of profits, principals and interest on loans.

Joint ventures, etc
Project lines:
Agriculture - Large scale farming for

- Manufacturing with local raw materials for
local consumption and export;
Mining-Gold, bauxite and other materials;
- Tourism-Time sharing
- hotels, etc.;
- Th

The Executive Chairman
planet services co. ITD.
Planet House, No. 8 Third Ringway, Ringway Estates
P.O. Bax 4592, Accra-Ghana

Dr Botchwey, Secretary of Finance, talk about the Economic Recovery Programme

## Warning over income levels



## Adjustment fatigue


#### Abstract

  many redundancies. Gove made anment offials say they มั่ 




Local Trave ARRANGE: Acomadation,
Arrival and departure formait ites

Companies, etc in advance of your arntiv
This servies can also be provided


## Rich and vibrant way of living



AR A TR
A MEASURE TO ATTRACT CAPTTAL AND STIMULATE DEVELOPMENT

A new investment code, destged to attract private capital, both forign and Ghanaian into viable

2. The code forms part of the on-going PNDC's economic recovery programme under which it is rpeedier increase in prodraction invesument inductivity neededed for natiomyl diveloporment. This, possturn,
 acquistion of new sk
3. SCORE OF CODE

The new bode applies to all areas of investments other than petroteum and mining which would be handed reating specificaly to these two sectors.
4. INVESTMENTS CENTRE

The eode provides for the estalishment of the Ghana investments centre (GIC) responsible In line with the current trend in developing countries to establist a onestop agency for investment approvals, the Gana investements cenire has been empowered under the code to approve and

## (I) Foreien equity capita;

(iii) Enjoyment of benefit and incentives under the code
5. SOME OF THE SPECIIC FUNCTIONS OF THE CENTRES INCLUDE THE FF:

To grant approvals for the estabishment of enterprises as specified under the code
To maintain Haison between investors and mimistries. government departments, agencies,

Of particular importance is GIC's role as a neutral and knowledgeable adviser and mediato In the creation of joint-ventures and other investment relationships between Ghanaian and foreitgr . incenttves package
Corms to investors. The incentives available under the code ingrutude: frem taxation in various Exemption from customs import duties on plant, machinery, equipment and accessories Accelerated depreciation,
$\underset{\text { add }}{\boldsymbol{\lambda}}$ Locational incentives in further form of tax relief
In addition, special facilities granted include:
$\star$ Guaranteed immigrant quota in respect of approved expatriate personnel
$\star$ Guaranteed transferability of profits, dividends and capital in the event of sale of liquidetion
$\star$ Permission to operate an external account in which may be retained a

Ghana's natural wealth: Ghana enjoys an
nanganese. irportunities vorior the investor. These comprise minerals. wuich offers tremendous
harduoseds and a wide variety of agriculturail products, especially cocoa, coffee, citrus fruits and and
vegetables.
8. PRIORITY SECTORS

$\star$ Agriculture
$\star$ Counstruction and building industries
. AREAS OPREN TO FOREIGN PARTICIPATION
These are mainly activities involving trading and/or the emplovment of simple technor chanaians any not isted in the schedule is open to foreign participation ation, please write to

Telex: 2229, Invest. Gh. Cable: Investment Telephone: 66512̄̄-9 For more detailed informa


## Citic undertakes to guarantee

 loans made by Ka Wah Bank



SECTION II - COMPANIES AND MARKETS FINANCIALTIMES

Tuesday May 201986

## Gannett to pay $\mathbf{\$ 3 0 0 m}$ for Bingham newspapers



show good gains in quarter

## K MART, the second-largest US r tail store group, and Carter Hewle

I INQURY SOUGHT INTO MISSING FUNDS


## Hewlett-Packard earnings ease

| HEWLETT-PACKARD, the Califor nian electronics group, has reported a slight dip in earnings during thesecond quarter ending on April 30 . | increase in new orders to st.r2bn |
| :---: | :---: |
|  | from SL1.33bn. Domestic orders were |
|  | scarcely changed at 5899 m , but or ders from foreign customers rose 12 |
| Net profits dropped to s127m from per cent to $\$ 8225 m$ during the quar- |  |
|  |  |
| 49 cents a share in the same period | Mr John Young, president com- |
| ees during the |  |
|  | lar's weakness aga |
| S1.773n fom S187bn | foreign currencies. We are pleased |
| S1.77bn from S S1.67bn. | n |
| yeer |  |
| 215m or 08 cons |  |
| cents. |  |
| wlet.Pack | cision on the part of our in |
|  | He added, however, the |
|  |  |
| ers, also announce |  |



Montreal SE chief seeks new listings

## 

Tan runs into new row over MPH

 get the stocks of several major Eu-
goppan--abed companies traded in
Montreas Montreal The Montreal market opened its
international semikiol last year by
listing the stocks of Lyonnaise des

 The exchange aims to list those
stoks that are not already listed in
New York or elsewhere in the US. It
 standards as the companies home
countries and thus offer an aterne
tive tro
Vexeting US Securities and Exchange Commission require
ments and US exchange listing
fees Institutional investors are offiered
savings because trading is carried
 can depositary receipts are not
needed Mont Europan trading
Hoor are now chaping to compur
terised recording ysitems

NBD Bancorp forecasts improvement


 the year as a whole would metch
the exceptionally stron compari.
on of the first quarter of of 1986 with
 51.47 a share.
sei.1m or 1.10
M.




## Versatile reveals heavy 1985 losses

## BY ROBERT GIBBENS Win MONTREAL

VERSATILE, the Vancocuverbased is sidy sibject to review by the US
engineering
and
 O8s.
Oncertainty over the sale of ith
arm tracior division to John Deerre




Verautid trato duven gip



 deeller network
Varssatie's other Trarsatilés ofther major problem reac
yards,
Quebe
treal
ship
opera
with
ing
with
the
the
ye
yard
der
rea continues to the the three
 treal which now conceantrates on
ship pepair Its beavy angineering
pperations in Montreal, once busy
 ing problems maintaining volume,
int defence orider mainly from
the US Navy, tre ouly hright spot
Red Recentyy, however, the Quebec
yeard has reecived a major ferty or-
dier


## Salomon Brothers International Limited is pleased to announce that they have been granted permission by the Bank of England to act as a Sterling Commercial Paper Dealer.

## Salomon Brothers International Limited



Samuel Montagu \& Co. Limited
Dealer in the above programme under whict as Arg
bove programme under which Arg
and when its requirements arise. Market Makers and Investment Bankers

£50,000,000
Sterling Commercial Paper Programme

Norwegian insurer falls into loss

 ance
from osilo.
The giow


Ciba-Geigy and Sofina enter lens venture By John Whts in Zurich

 ture contact lenses.



 tember it bought the contatet
Ienan and lens-rate operatons of
American Optical corporation

 will be marketed in Japan and
five Nikka producs in Eurpe
on


 permission to issue a further
bopon in the form of approved
capitain capital.
Swissals has a majority share-
bolding in Reisebuero Kuoni. bolding in Reisebuero Khooni,
Ohther shareholerer include the
Kuon:Hugentobler
Foundation
 The board will also propose
an ingrease in dijivend from
20 to p2 per cent for 1985. Thit
foulows an 11 per cent rise is


## SANDVIK

USD $35,000,000$
$61 / 4 \%$ Convertible Bonds Due15th March, 1988 Notice of Adjustment Notice is hereby given to the hoplders of the above mentioned bonds that the Annual Getneral Meeting of the Coimpains held-on: 15 th: Mixy 3986 , approved a
resolution for a sibidivivion of tie Company' A shares resolution for a sib-divisisonof tie Company's A shares
and $B$ shares intailing a rediction in the riominal value of the shares from SEK 100 per share to SEK 25 per share and the issue to the holders of $A$ sharres and B shares, pro rata to their holdings, of new $A$ and $B$ shares free of payment by way of a bonus issue in the pro-
portion of one new A share for every three $A$ shares portion of one new. A share for every three A shares
and one new B share for every three B sbares held Bonds in respect of which the conversion date falls after 215 M March, 1986 will be dealt with in accordance with Condition 7(D) (iii) of the bonds until the day after the Record Date for the issue, the Record Date having
been fixed by the Annual General Meeting of the Company to be 23 rd June, 1986.
Company to be 23 rd June, 1886.
In consequence of the sub-division and the bonus issue,
the conversion rate for the abovementioned bonds will the conversion rate ior the above-mentioned bonds will
be adjusted to 126.6284 B shares per bond, effective as from 24th June, 1986; the first business day after the Record Date.
204h Masj 1986

Pearson Inc.
Guaranteed by
Pearson plc

The undiersigned acted as financial advisor in establishing this Program and has been
appointed Comer

Salomon Brothers inc

Financial Times Tuesday May 201986
INTL. COMPANIES \& FINANCE
ANZ bank falls 7\% at mid-year Dorbyl

BY LACHLAN DRUMMOND IN SYDNEY









## BFCE'S results in 1985

The Board of Directors of the BECE met on March 19, 1986 , under the Chairmanship of Michel
FREYCHE, to dose the accounts for the financial year FREYCHE, to dose the accounts for the financial year
ending on December 31.1985 . ending on December 31, 1985.
Export credit outstanding decreased The abatement noted over the past three years in lar-ge-scale contracts signed with developing countries from FRF. 160 billion to 139.8 billion in export credit recorded on the asset side of the balance sheet. While long-term loans increased by another 9.9 bit: lion, medium-term refinancing declined by 9.6 bitlion. Short-term loans outstanding dropped by 20.5 billion, as companies availed themselves of prevaidived credit.

Stabilization of banking activity - han environment characterized by amain in credit derand, occurring m conjunction with an improvement in companies' cash flow and the diversification of heir sources of financing loans to French and foreign companiesleveded franc equivalent of austin foreign arrency, to the depreciation of the US. dollar. Intertarak and treasury operations ( 56.8 billion ) increased by 22 billion, indicating a sharp upward trend in franc operations; while the countervahe in francs of foreign currency transactions was reduced once again in connection with depreciation of the US. dollar.

Slight decrease in total balance sheet but increase in net results. The balance sheet amounted to 262 billion, as against 288 billion. The percentage represented by export credit, short, medium and long-term, was reduce d from $59 \%$ to 55 . and was chiefly allocated to credit-risk provision established $3 t 44$ million, after deduction of overhead, the increase of which was kept down $103.5 \%$ \% his year. Provision for sovereign risk matches the level generally found in French banks, while "specificcustoner risk" is now covered up to $68 \%$ \%, as against 630 in 1984.
After allocation of provision for corporate income
tax the 1985 financial year ended with a profit of tax, the 1985 financial year ended with a profit of
602 million, up 5.8 ?in over the previous year.
Shareholders' equity increased Shareholders' equity and Jong-term resources rea-
ched total of 5.8 billion, after a capital increase from 660 million to I billion through a cash contribution and the issuing of participating securities worth 700 million. Our cover of risks has thus been considerobby increased, well exceeding both present requirements and the objectives laid down by the monetary authorities in this respect.
The annual Report from which the above figures have been extracted may be obtained from the "Dpartement Etudes at Communication', Barque mann- 75009 Paris - France.


KLEINWORT BENSON FINANCE B.V.

## US $\$ 50$ million

Guaranteed Floating Rate Notes 1991
incondiritonaly y and irrevocably guaranteed as so pay
of principal, premium (ff any) and interests by
KLEINWORT, BENSON, LONSDALE PIC

annum with a Coupon Amount of US $\$ 94 \cdot 24$
Chemical Bank international Limited Agent Bank

## US. $\$ 100,000,000$

Taino Kobe Finance Hongkong Limited Guaranteed Floating Rate Notes Due 2004

Guaranteed as to payment of principal and interest by The Taino Kobe Bank Interest Rate $\quad 73 / 16 \%$ per annum
 interest Amount per
USS. 50,000 Note due 20 November 1986 U.S. 5367,36 Credit Suisse Fists Boston Limited

US. $\$ 100,000,000$


Allied Irish Banks pic
Undated Floating Rate Notes Subordinated as to payment of principal




Peter Montagnon reviews some radical debt crisis proposals from Morgan Guaranty

## Latin America urged to reform markets



| Argyll and BET to issue sterling commercial paper <br>  |
| :---: |
|  |
|  |
|  |
|  |
|  |
|  |
|  |
|  |
|  |
| ing ma |

## Market-making rules set by Euronote Association





New issue / May, 1986
T
U.S. \$200,000,000

United Technologies Corporation

73/8\% Notes due May 15, 1993

| Salomon Brothers International Limited |  |
| :--- | :---: |
| Goldman Sachs International Corp. |  |
| Union Bank of Switzerland (Securities) Limited |  |


| Algemene Bank Nederland N.v. | Banca Commerciale Italiana |  |
| :--- | ---: | ---: |
| BankAmerica Capital Markets Group | Bank of Tokyo International Limited |  |
| Banque Bruxelles Lambert S.A. | Banque Paribas Capital Markets Limited |  |
| Chase Investment Bank | Citicorp Investment Bank Limited |  |
| Commerzbank Aktiengesellschaft |  | Crédit Lyonnais |
| Dai-lchi Kangyo International Limited |  | Deutsche Bank Capital Markets Limited |
| Dresdner Bank Aktiengesellschaft | Lloyds Merchant Bank Limited |  |
| Morgan Grenfell \& Co. Limited |  | Morgan Guaranty Ltd |
| Nomura International Limited | Orion Royal Bank Limited | Société Générale |
| Swiss Bank Corporation International Limited | S. G. Warburg \& Co. Ltd. |  |

Financial Times Tuesday May 201986

## APPOINTMENTS

## Senior NatWest European posts





## Conferences

## Mänchester Business School \& The Strategic Management Society

## NEW STRATEGIES IN THE

(ibC) FINANCIAL SERVICES SECTOR

## LONDON 11-13 JUNE 1986

Technology, deregulation and globalisation are revolutionising the financial services sector. The objective of this conference is to provide a forum for practitioners, consultants and academi cians to analyse these forces, to exchange views on appropriate surategerts has been brought together to lead the discussions, including

Sir Ǩenneth Berriil Chairman,
Securities \& Investment Board
Mike Blackburn,
Joint Credit Card Co
Michael Bliss,
Chief Executive,
Derek Chaninon,
Professor of Marketing;
Manchester Business School
Brian Corby,
Chief General Manager

## Ian Hay Davidson

Chairman \& Chief Executive loyds of London

David Gilchrist,
David Gilchrist,
General Manager
Halifax Building Society
Trevor Nicholas,
General Manager, Resources,
Barclays Bank plc
Andreas Prindl,
Nomara International Ltd.
Malcellm Williamson
National Girobank plc

This is an international conference organised jointly by the Strategic Management Society and This in an international: Banking Centre, Manchester Business School. The conference, at the Royal Garden Hotel, Keisington, commences at 6.30 pm on Wednesday 11 June and finishes at 4 pm Friday 13th Junue, 1986.

## Now Strategies in the

Financial Sorvices Secto

## Please send me further detalis

Pease make cheques payable in sterling, $\mathbf{f 4 5 0}$ (SMA miembers) Eft75 (non-members) to MANCHESTER BUSIN , printed on the cheque. delegates names clearly printed on tide transfer, direct to : the -National Westminster, Bank, University Precinct, $9 / 11$ Oiford Road, Manchester 04997 ; IBC Conference:

To: Jenifer Piesse, Conference Administrator Biernational Banking Centre, Mancheste M15 6PB. Tel: 0612738228 ext 144. Telex
668354 MBS G.

Name
Title
Organisa
Address
Address
:...........
T.......
Telephone

```
                            .................
```



$\qquad$
$\qquad$
Telex

## AB Foods' $£ 164 \mathrm{~m}$ beats City hopes



## Matthew Brown spends $\mathbf{f 0 . 7 5 m}$ on bid defence <br> 

## Rationalisation begins to pay off for Crystalate





- comment
为




$\substack{\begin{subarray}{c}{\text { nem } \\ \text { ner } \\ \text { form }} }} \\{\hline} \end{subarray}$



$\rightarrow$ C.

STV £5m cash call and plans votes for ' $A$ "

##  <br> 



POSTIPANKKI
Yen $\mathbf{1 0 , 0 0 0 , 0 0 0 , 0 0 0}$
53/4 per cent. Bonds due 1993

ISSUE PRICE 1011⁄PER CENT.

Daiwa Europe Limited
Mitsubishi Trust \& Banking Corporation (Europe) S.A.
Chno Trust Asia Limited
Postipankki

| Bank of Tokyo International Limited | Bankers Trust International Lisnited |
| :---: | :---: |
| Banque Bruxelles Lambert S.A. | Banque Indosuez |
| Baring Brothers \& Co., Linited | Bertiner Handels-und Frankfurter Bark |
| Citicorp Investment Bank Limited | Crédit Lyomais |
| Fuij International Finance Limited | Genossenschattiche Zentralbank AG |
| Goldman Sachs International Corp. | IBS Interational Limited |
| LTCB International Limited | Mitssi Finance International Limited |
| Mitsui Trust Bank (Earope) S.A. | The Nikko Securities $\mathrm{CO}_{5}$ (Europe) L L d. |
| Nippon Creilit International (HE) Lid. | Nomura International Limited |
| Shearson Lehman Brothers Internation | Sumitomo Fmance Internationa |
| Sumitomo Trust Internationul Itmiced | Swis Benk Curpuratoia Internatininal Limited |
| Union Bank of Switzerland (Secrurities) L | Yamaichi International (Exrope) Limited |
| Yasuda | urope Limited |

## Utd. Scientific in red after 'deep rooted' US problems <br> 

## Berkeley Group raises $£ 12 \mathrm{~m}$

## as profits move ahead by $\mathbf{7 3 \%}$



Rotaflex attacks growth record of bidder Emess

## by Lonel barber

|  |  |  |  |
| :---: | :---: | :---: | :---: |






## shares fall 25p




## 



## UK COMPANY NEWS

## Dixons＇earnings potential under fire from Woolworth

| US group holds $10 \%$ of Aitken Hume |
| :---: |
| By arce pent |
|  |
|  |
| 旡 |
| ${ }^{\text {it }}$ |
| diteren mume |
|  |
| Said |
|  |
|  |
|  |
|  |
| eries of senimerma |
| ditain |
|  |
|  |
| Saramoleer matu |
|  |
| Technology for |
| Business in |
| E1m casti |
|  |
|  |
| paul Biom，the |
|  |
|  |
| Necine |
| Treem comin |
| wne |
| din |
|  |
|  |
| In wat ify fate of 1 Ioss in |
|  |
| Grossienor C |
|  |
| 隹 |
|  |
| mind |
|  |
|  |
| 5： |
|  |

[^3]

## ．



## Scottish Heritable in counterbid for Standard

## Coloroll bounces back <br> with agreed 55 m purchase





## 



## CAP makes <br> £33m

agreed bid for Yarrow

## Export

Development Corporation (An agent of Her Majesty In right of Canada)

NOTICE OF PARTIAL REDEMPTION
TO THE HOLDERS OF C $\$ 100,000,000$ 111/2\% NOTES DUE DECEMBER 15, 1989 SERIES RC
NOTICEISHEREBY GIVEN pursuant to paregraph 7(B) of the Fiscal Agency Agreement dated as of Decermber 13 , i984 between EXPORT DEVELOP-
MENT CORPORATON Conditions of the $11 / 2 \%$ Notes Due December 15, , 1889 Senies $R C$ (the "Notes"), that EDC has elected to redeem $C S 5.923 .000$ aggregate principai
amount of the Notes in the denominations of $\mathrm{C} \$ 1,000$ and $\mathrm{C} \$ 10,000$ each bearing the distinguishing letters " RC " and the under-mentioned distinguishing numbers, namely.

 aggregate principal amount of the notes outstanding after June 19,1996 will be $\mathbf{C s s 3 , 0 7 , 0 0 0 . ~ A l l ~ t h a ~ N o t e s ~ l i s t e d ~ a b o v a ~ w i l l ~ b e ~ r a d e e n e d ~ o n ~ J u n e , ~}$ of the foilowing paying agents, at the option of the holder; of any missing unnratured coupon will be deducted from the sum due for payment), at any

| Orion Royal Bank Limited 1 London Wall, London EC2Y 5JX, England |  |
| :---: | :---: |
| The Royal Bank of Canada (France) S . 3 rue Scribe. 75440 Paria France | The Royal Bank of Canada (Suissel rue Diday G, $^{1204}$ Genevar Swizerland |
| Tha Royal Bank of Canada AG Bockenheimer Lendstrasse 61, 6000 Frenkfurt/Main $1_{\text {, }}$ West Germany | Kredietbank S.A. Luxembourgoise, 43 Boulevard Roval. 2955 Luxembourg |

NOTICE IS ALSO HEREBY GIVEN, that all interest on the Notes so called for redemption shall cease to accrue on or after the said 19th day of June, 1986 end coupons ior he pay.
DATED AT LONDON This 20th May, 1986
Fiscal/Agent


Société pour l'expansion des exportations
(Mandataire de Sa Majesté du chef du Canada)

Readicut surges to $\mathbf{£ 5 . 6 m}$ and sees good year ahead







 sear tooks good.
The resuls for te past year
were in Hine wtit Giv expecta-.





## Trilion profits ahead and growth continues




## J. Williams plans dividend






IN BRIEF
BLACEWOOD HODG





Whitbriend investmani






 | $\substack{\text { considerably more at } \\ (530,291) .}$ |
| :--- | :--- |
| 2203,475 |



Financial Times Tuesday May 201986

## FT LAW REPORTS

## Limited partner's tax loss can exceed capital contribution




## 



FiT: CROSSWORD PUZZZLE No. 6,026 $\begin{gathered}\text { the } 1907 \text { Act } \\ \text { be dismisted } \\ \text { Their Lordishlps appeal would }\end{gathered}$


Across

## 

19


## THE BANKER

 TOP 500
 on the $\begin{gathered}\text { You drinl dropping nothing } \\ \text { hut } \\ \text { tonalinging balenco sense }\end{gathered}$
$\qquad$
 fusion (6)
Proposal to start work (8)
Pressure tine linking island Vitews ocenn ridge (bs) inferno through
Yeht shied

 course ge of engineering?
to stated is hamand
s. 4 ) (7).
Group working soth hemi-
spheres requires credit' zp

Soothi African mining share
25 Melodious note produceal B
Large navigable stretches as
38 Take more off in order to
9 Good man in an emertrency
30 How to prevent having bad
weather on holidey DOWN

##  and <br> $n^{2}$ P-

 mid Nomen
anc ine mox rove







Teles: 23700 FANBI G 1 Backing
2 RRfereree, ever oldd-fashioned,
turied tup in a jacket ( 6$)$

## FT UNIT TRUST INFORMATION SERVICE




## AUTHORISED UNIT TRUSTS \＆INSURANCES

##  <br> 

Hith mom




## 

## 





## い， <br> TME M



##  <br> 新




## Financial Times Tuesday May 201986










COMMODITIES AND AGRICULTURE


## FOREIGN EXCHANGES

## Fed official＇s speech lifts dollar





## EXCHANGE CROSS RATES


 HR R88 EURO－CURRENCY INTEREST RATES



CURRENCYMOVEMENTS


## OTHER CURRENCIES



FINANCIAL FUTURES Quiet trading


这
䚡

Chat orosis（umy

| Sterling index |  |  |
| :---: | :---: | :---: |
|  | may 19 | evio |
| 830 am ．．．．． | ．．．．．．76．0 | 7.9 |
| 9.00 amm ．．．．． | ．．．．．． 76.0 | ${ }^{2} 53$ |
| 10.00 amm ．．．．． | ．．．．．．76．0 | 76.1 |
| 1200 am ．．．．． | ．．．．．． 76.0 |  |
| Noon ．．．．．．．．．．． | ．．．．． 76.2 | 76.9 |
| 1.09 pm ．．．．． | 76.2 | 76.0 |
| 200 pm | 76.1 | 76.0 |
| 3.00 pmm ．．．．． | ．．．．．． 76.1 | 76.9 |
| 400 pmm | ．．．．．． 76.1 | 76.0 |
| NCY UNIT RATES |  |  |
|  |  |  |
|  |  |  |
|  |  | － |
|  | －1．08 |  |
|  |  |  |
|  | －1．46 | \＄1．0n |
|  |  |  |

## MONEY MARKETS

## UK rates little changed


$\qquad$

$\qquad$






0 Financial Times Tuesday May 201986

## 





FT－ACTUARIES SHARE INDICES



## Equities stage tentative rally FT index up 4.8 at 1294.3




RECENT ISSUES
















## ACTIVE STOCKS

 ACTIVE STOCKS



| LONDON TRAOED OPTIONS |  |  |
| :---: | :---: | :---: |
|  | aus． |  |
| 䢒 |  | ${ }^{4 \times 1}$ |
| $\cdots$ |  | 5 |
| Fin |  |  |
| 烈 |  | －w |
| \％ |  | ， |
| Smm |  |  |
| － |  | － |
| 蹥 |  |  |
| 碞 |  |  |
| ${ }^{\text {L }}$ |  | 盛 |
|  | \％${ }^{\text {a }}$ |  |
| $4$ |  | 员 |
| 边 |  | 4 ${ }^{\text {a m }}$ |
| 第年 |  |  |
|  |  | 器 |
|  |  |  |
|  |  |  |
|  |  | \％${ }^{3}$ |
| ＂15 | \％em |  |
| W |  |  |
|  |  |  |
|  |  | 矇 |
|  |  |  |
|  | 监 $=\stackrel{y}{2}=$ |  |
| 緆 |  |  |
| 陑 |  |  |




wall street
Subdued start to busy week
THE US financial markets made a subdued start to a week featured hy the
monthly meeting of the Federal Reserve's Open Market Committee
(FOMC) and by the disclosure of impor(FOMC) and by the disclosure of impor-
tant dat on the eoonomy, werites Terry Byland in New York Firmness in the dollar helped the Firmness in the dollar helped the fed-
eral bond market at firsh while stocks struggled to recover from a weak start.
At 3 pm , the Dow Jones industrial avAt 3pm, the Dow Jones indust
erage was down 2.66 at $1,566.94$ Activity was at a low ebb in the stock
market which is still waiting for clarification on the outlook for interest rates the dollar and the pace of the US rateno
my. Today brings the Commerce Depart my. Today brings the Commerce Depart. growth in the first quarter of the year
Waill Street expects the iigure to be re aill Street expects the figure to be $r e$ about 2.5 per cent annually.
This week also hrings fede This week elso hrings federal data on consumer spending, personal incomes,
prices, Turable good orfers and car
salee. The FOMC, in session today salee. The FOMC. in session today and
tomorrow is thought unlikely to ease redit policies because of the recent reakness in the dollar.
The blue-chip sector


| expected selling bout on Friday when stock index options and futures expired. | tured by support for Monsanto. up $\mathrm{S}^{\text {²/ }}$ S644, and Dow, up $5 \%$ at $558!$. |
| :---: | :---: |
| General Motors at $575 \%$ edged up up\%, | S64n ails, Occidental Petroleum was 5 \% |
| d S\% to S76\% and Chrysler \$\% to \$36. | S27\% after announcing a further |
| urnover in Sperry settled down | or reduction in the vorkforce. Ref- |
| re normal levels, the stock edging up | lecting the less certain cutlook for oil |
| to $\$ 73 \%$ as the board opened negotia-. | prices, the rest of the oil sector showed |
| ns with Burroughs to see how far the | minor changes. Atlantic Richrield at- |
| hidder will increase its original offer of | tracted some selling, shedding $5 \%$ to |
| share in cash and paper. Bur- | 554\%. Exxon held unchanged at $5573 /$ in |
| ughs added \$ $\$ \%$ to $\$ 58 \%$. | moderate turnover. |
| Technology stocks were mostly high- | The picture was much the same in the |
| Hewlett Packard, reporting quarte | airline sector. also an oil price initu- |
| nings, added 5\%/ to $543 \% /$. But IBM | enced area. Selling of Pan drove the |
| to S144 and Control Data | i- |
| nal com |  |
| sector, Apple shed \$\% to \$35\%. | atic business as US tourists can |
| Retail stocks traded an irregula |  |
| behi | The bond market had an erratic ses- |
|  |  |
| S |  |
| to $550 \%$ on news of higher profits. JC | ry |
| nney at S75\%, however, gave hack \$\% | bonds showed losses of nearly half a |
| the gain which followed last week's | point, compared with similar gains earli- |
| trading report. Sears ediged up $5 \%$ to $543 \%$ but May |  |
|  |  |
| Federated Department Stores 5\% to | at 6 '13/c. |
| s76\%. |  |
| Financial issues sbared the gener | LONDON |
| gains. Chase Manhattan lost $\$ \%$ to $\$ 39 \%$ | A TENTATIVE atterapt at a rally was |
| and Citicorp S ${ }^{\text {K/4 }}$ to $545 \%$. |  |
| Firmness in the dollar left the pbaru | there was a general reluctance mit new funds. |
|  | The FT Ordinary index edged 4.8 |
| gain to stand at S181/4. However, Pfizer | higher to 1.294 .3 , while the more broadly |
| which also benefits from a weak dollar | based FT-SE 100 index firmed 8.2 |
| edged higher $\mathrm{S} / 4$ to $357 / 2$ and Bristol My- | ${ }^{\text {Plessey, }}$ up $\mathrm{Bp}_{\mathrm{p}}$ at 228p, proved one of |
|  |  |
| trading in a chemical sector fea- | minary statement yarrow was ht 1900 higher to 620 on bid moves |
|  | aded op to 3rop. |
| OMyiols | Gilts also had a |
|  | demand. Lonas opened easier before re- |
|  | daj. |
|  | good buying |
|  | 35, |
|  |  |

##  In oils, Occidental Petroleurn was Sti minor reduction in the workforce. Ref. prices, the rest of the oil sector showed tracted some selling, shedding $5 \%$ to $\mathbf{5 5 4} \%$. Exxon held unchanged at $557 \%$ in moderate turnover. <br> airline sector. also an oil price influstock down again, a loss of $51 / 4$ to $S 5 \%$ indicating worries over the loss of transat- lantic business as US tourists cancel European bookings. <br> The bond market had an erratic ses sion, taking its cue from the dollar. By midsession, when the dollar was weakening in New York, long-dated Treasury bonds showed losses of nearly hali a point compared with similar gains earli- <br> Short-term rates shaded easier but <br> LONDON <br> A TENTATINE atterapt at a rally was staged in London yesterday allhough there mit thew funds. The FT based FT-SE 100 index firmed 8.2 to Plessey, up Bp at 22 Bp , proved one of preliminary statement Yarrow was and leading food retailer Sainsbur Gilts also had a relatively quiet ses- sion, althougb low coupon sborts were in covering to finish $1 / /$ higherer on the daj. Chief price changes, Page 37, Details Page $36 ;$ Sharg information service Pages $34-35$

TOKYO
Noticeable shift to sidelines

OESPTTE a noticeable shift to the side lines. sbare prices closed higber for the
first time for seven trading days $m$ To
kyo yonter yo yesterday, wevites Shigeo Nishiuvak Ifil Press. The Nikkei average closed at
15.67.53, up 23.5 from last weekss mish
Trading was extremely thin at 274m Trading was extremely thin at 274 m
shares, down from Frideg's 430 ma , beshares, down from Fridays 435 m , be
cause institutional and individual inves ors moved out of the market Advances outrumbered deccines by
The stock average bad shed 520 points
in previous six trading dinys aftor gain-
ing t112 points in the first week of May.
Enthusiasm evaporated in ence of a clear picicturate of US int interes. rate trends and the future of yen-dollar
exchange rates. Before edeciding on their
investment stratoges investment ruts. Beforege deciding on imestors were ewaiting announcement of the revised abures for first-quarter US gross nationOn the trading floor, export-oriented
lue chips were bought hriskly in early blue chips were bought hriskly in early
trading, supported by the dollar's firm ness against the yen in Tokyo and overseas foreign exchange markets, But buy
ing gegan to dxindle towards the end of he morning.
Hitachi was actively bought and rose
Y 19 at one stage, but came under selling
 NEC Cadvanced Y30 to Y1,520. 47 hile $P$.
oneer finished $Y 20$ lower neer ninished Y20 lower at $Y 2,470$, after
gaining an early Y 30 .
Tobishima topped the active list with 15.89m shares traded acdive
Y849. Toyo Soda rose Y9 to Y419.

Where else but in the air can you truly appreciate the safety of your business jet? turbulence without having to alter its speed or course, it is because it has been built exceprionally strong to weacher the toughest conditions and more, The is wherein difers from its conpetitors. The only business jet built alongside raft had to offer more-safety and strength to airiline standards and beyond. You've chosen total safety and reliability. You're flying the Falcon 100.
ast-very fast - in fact the fastest of all busi-
time savings on long trips, but it also features
peeds. The slower a landing, handling at low peeds. The slower a landing, the safer it is. Falcon 100; one is just slow in the cruise too the other is a further Falcon model. Ease of handling for the pilot, safe use of many short and difficult runways off-imits to other jets. You've chosen the leading edge in safety and And moneywise the Fakcon 100 con 100. y the best possible protection for your ln vestment, especially in terms of its resale value niversally recognized and appreciated by opeYaurs. Young chosen a safe and solid value. Yau'rety, flying the Falcon 100
Safety, performance, high resale value - all
include that explain why industry's leader Volvo and many, Jore - have chosen th, Saab less Fakon 100.

Dassault intemationa


Business takes off with Falcon

AUSTRALIA
SPECULATION ahead ot the imaty in the BHP takeover hatle baceloth tivity in
slighty:
cine market expects and wat counter Mr Robert Halines LOCN As9.29 takeover offer cor hht ity dustrial groupp Bell resource ptaty Barent compariy, was sead Elders IXL, which holds 29 per neind


## HONG KONG

WIDESPREAD profit taking by tuctia, 22.06 drop in the Hinngs Seeng hinder io
modest.
Hongkong Bank economie meport swisk
enter a period of consolidationt. Cheung Kong slipped 20 cents to

SINGAPORE
NNVSTORS crept back to the -3idelines Ingang last week's firmer showinis to Some profit-takine was encountere: mong industraial issues and baiktic,
mile hotels and properties were prizy whint holy traded
SOUTH AFRICA
THE LOWER gold price brought ner: drifted slightly lowier. South Hoodepoort was steacy at R30.0.
while Buffels gained is cents to RT3.00 Rembrandt, the tohacco groupp was 50 Rembrandt, the toha
cents lower at R57.50.



[^0]:    On 20 hh June. 1986 ite said redemption price will become due and payable upon each Note to be redeemed,
    together with accrued interest from 27h November, 1985 to 20 h June, 1986 amounting to Can s 69.78 pe
    Can 51,000 Nole and Can 569781 per Can $\$ 10,000$ Nole. On and after thal date, interest on the said drawn Notes will cease lo acerue

[^1]:    Enqurtres to:
    THE EXHIBBTION DIRECTOR
    

[^2]:    COCOA MARKETING COMPANY (GHANA) LTD
    P.O. Box 1017

    Accra, Ghana.
    Telephone : 228866. Telex : 2082. Cables : COCOMAK
    GHANA COCOA MARKETING COMPANY (UK) LTD
    Premier House
    150 Southampton Row
    London WC1B 5AL
    Telephone : 01-8333 2727/8/9. Telex: 264497-8
    Cables: LONCO, LONDON

[^3]:    Fire hints Jas Neill
    
    
    
    
    
     cent of caused considerable da

